

Identifying opportunities in  
an evolving trade environment

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# GTR EAST AFRICA 2026 **NAIROBI**

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JW Marriott Hotel, Nairobi, Kenya  
May 12-13, 2026

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# GTR EAST AFRICA 2026 NAIROBI

Identifying opportunities in an evolving trade environment

Following a record-breaking attendance of over 600 attendees in 2025, GTR East Africa returns to Nairobi in May 2026 as the region's premier annual gathering for the trade, commodity and export finance community.

Bringing together key stakeholders from across the trade, supply chain, commodity and infrastructure financing landscape, the event will once again deliver essential discussion, expert insight, and valuable networking opportunities.

Attendees can look forward to engaging with over 40 industry-leading speakers sharing critical market analysis, forward-thinking strategies, and practical solutions to the challenges shaping trade across East Africa. With hundreds of decision-makers from a wide range of sectors in attendance, this is the ideal forum to connect, collaborate and stay ahead in a fast-evolving market.

**“Well organized, well-coordinated. Built critical networks. The future looks bright.”**

V Akane, Kenyan State Department for Trade

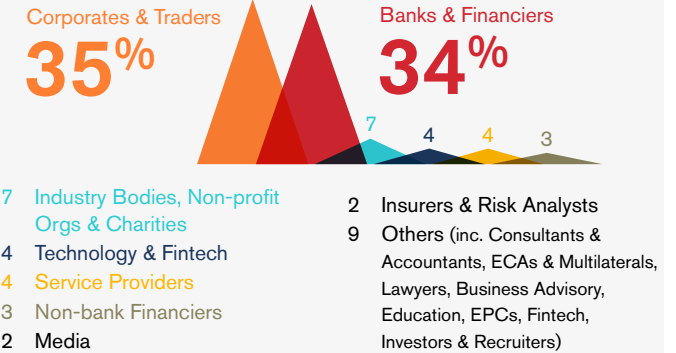
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May 12-13, 2026

## 6 big topics in 2026

- Assessing East Africa's trade resilience
- Driving regional supply chain finance growth
- Exploring alternatives to traditional trade finance
- Blended finance: Delivering complex infrastructure
- Export diversification: Opportunities, costs & bankability
- Evolving ESG frameworks & sustainable trade finance

## Attendees by sector in 2025

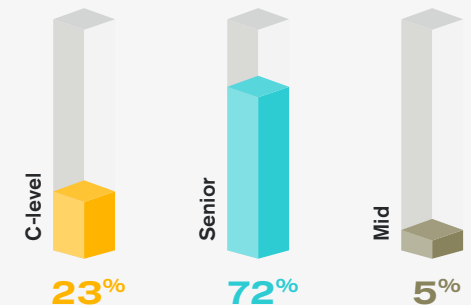


## Vital statistics in 2025



[Click here to find out more](#)

## Job titles represented in 2025



## Countries represented in 2025



## [Find out more](#)

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Day One: Tuesday 12 May **Morning**

08.00-09.00 Registration and refreshments

09.00-09.20

**Chair's opening remarks**

Vuyolwethu Dubese, International Moderator &amp; Host

**“An exceptional trade finance conference with unparalleled networking opportunities, highly recommend!”**

L Hammond, Dealfrow

**“I would like to extend my heartfelt thanks to GTR for hosting GTR East Africa. The event proved very relevant, and the networking opportunities were amazing.”**

G Mutai, DHL Express

**“I had a privilege of attending the GTR East Africa 2025 as a young professional. It was valuable and interactive. From global insights to real connections, this space truly embraced youth inclusion in economic and trade conversations.”**

K Mburu, Young Leaders Association

09.20-10.10

**Trade leaders' interview: Assessing East Africa's resilience to external trade shocks**

Conflict in the Middle East provides an untimely reminder of the ever-present risk of external economic and trade shocks in a new age of pervasive geopolitical volatility. The potential for spiking energy and supply-chain costs threatens both sovereign and corporate balance sheets – but to what extent can one of Africa's most progressive regional blocs not only weather volatility, but bolster its trade resilience?

Welcoming industry leaders from across the trade ecosystem, this opening interview will assess the impact emanating from conflict in the Middle East, exploring how regional economic integration and advanced digital trade ecosystems can enable access to the trade and investment opportunities emerging in a new global geopolitical order. Topics for discussion include:

- Price shocks: From energy to shipping and logistics, have immediate concerns around the impact of conflict in the Middle East on East Africa's economies and trade materialised?
- To what extent do events in the GCC underline the need to both diversify trade flows while maximising traditional inter-regional trade and investment partnerships?
- Assessing the opportunity afforded by advanced trade digitisation and mobile money adoption, and the financing innovations and benefits that can be enabled by smoother trade data flows
- Mombasa to Kampala, Dar to Dodoma: Exploring the infrastructure developments driving a transformational shift across intra-regional trade flows, and the resulting demand for trade finance
- Diversification: From new sources of geopolitically driven investment to supply chain realignment, where can East Africa capitalise on ongoing global volatility?

**Moderator: Phanic Mokua**, Head of Trade, Kenya, Stanbic Bank

**Allen Asiimwe**, Chief Programme Officer & Deputy CEO, TradeMark Africa

**Gabrielle Reid**, Head of Advisory, Pangea-Risk

**Farida Abbas**, Chief Executive Officer, British Chamber of Commerce Kenya

10.10-11.05 Networking break

11.05-11.55

**Driving supply chain finance growth across East Africa: A critical enabler of regional trade**

The East African Community (EAC) is arguably the continent's most successful integrated regional economic community, one that stands to drive huge demand for supply chain finance (SCF) in concert with the AfCFTA. Supplier financing has a proven track record in boosting the financial resilience of suppliers within large corporate supply chains and driving real positive impact, though it takes time to lay the necessary groundwork to enable this driver of SME growth in the African economies where it can offer the greatest benefit. This panel will assess the key challenges and initiatives enabling the provision of SCF to those suppliers most in need, and the measures that can expedite its rollout across the region:

- Exploring the tangible positive impact and success factors of existing SCF programmes, and the potential for trade harmonisation and infrastructure development to drive future demand
- Highlighting barriers to expansion into new African markets, from data privacy regulations to local capacity for expertise and risk management
- Identifying the strategies and technologies that work within an African context, and the critical role of risk-sharing and development finance support
- Product plus platform: Is investment in tech key to unlocking payables financing's full potential? Which benefits and challenges have been experienced by those utilising existing solutions?
- To what extent do hard currency requirements prove prohibitive to intra-regional SCF? Is there a need for dedollarised or local currency programmes? Which solutions are being developed?

**Moderator: Patrick Makau**, Executive Principal, Head of Trade & Working Capital, Kenya & East Africa, Transaction Banking, Standard Chartered Bank

**Niron Rampersad**, Divisional Executive, Trade, Nedbank

**Arnaud Levasseur**, Executive Vice-President, Global Trade Solutions, MCB

**Arjun Sen**, Director, Business Development, VeeFin Solutions

**Lynette Kiyeng**, Treasurer, Bamburi Cement

11.55-12.45

**Stripping out cost: How digitisation is helping local trade banks help their clients**

The ongoing retrenchment of 'global' trade finance banks from the continent points to the harsh realities faced by FIs financing African trade under an ever-increasing regulatory burden. The cost of compliance can render trade finance business unprofitable, particularly where smaller tickets, infrequent deal flows and SME counterparties are involved. Where financing can be secured these costs are often passed onto the end consumer. Drawing on key learnings from digital trade success stories, this panel of trade experts will explore the key challenges and considerations faced by those seeking to digitalise their trade finance operations, pinpointing opportunities and efficiencies available to both trade finance banks and borrowers:

- Data driven financing: Highlighting demand for information provision placed on local banks when conducting documentary trade, and the resulting drag on internal resources
- Efficiency gains: How the digital reduction of compliance, risk management and documentary processing work can help facilitate deals
- To what extent can corporates increase their access to trade finance through the digitisation of financing requests? Are additional fees for these capabilities inevitable?
- Bottom line benefits: In an already high-cost trade financing environment, have reductions proven the key driver of digital trade adoption amongst East African banks and traders?
- Advantages of API-enabled ecosystems: Plugging in capabilities including supply chain financing, sanctions screening and vessel tracking to boost liquidity and reduce risk

**Krishnadas Nair**, Business Development Leader, Financial Services, ECEMEA, Oracle

**Brendan du Preez**, Group Director Trade & Working Capital Finance, Equity Bank

**Alex Fenechiu**, Co-founder & Chief Operating Officer, Finverity

12.45-14.15 Networking lunch

Day One: Tuesday 12 May **Afternoon**

14.15-15.05

**Regenerative farming: Exploring the role of sustainable finance and carbon credits**

As ESG regulations have a growing impact on access to key global supply chains, regenerative farming – a set of agricultural solutions and practices that work in balance with nature and focus on the health of ecosystems and soils – is becoming a business imperative. A growing focus on carbon credits as a means of increasing funding opportunities and profitability for African agribusinesses can reinforce the sustainable and regenerative farming proposition; however the carbon market poses its own complications and challenges as demonstrated by high profile insolvencies in Kenya earlier in 2026.

Welcoming a host of experts actively working towards the establishment and financing of regenerative farming practices on the continent, this panel will explore the challenges faced, and the role that sustainable finance and carbon credit generation can play in driving adoption. Topics include:

- The environmental costs of industrial farming, the risks this poses to farmers themselves, and how regenerative practices can reverse adverse impacts
- Key challenges to adoption, from lack of awareness and understanding amongst farmers to the initial cost of infrastructure, equipment and reduced yield
- To what extent are regenerative practices becoming a business imperative for farmers in light of sustainability regulations such as CSDDD and CBAM? How can carbon credits play a role here?
- Assessing green washing risk: How do large corporates ensure effective reporting on the practices of the farmers in their supply chain?
- With African farmers already facing difficulties in accessing finance, what collaboration between investors, development and commercial financiers is necessary to drive adoption?

**Zhann Meyer**, Head, Agricultural Commodities, Nedbank

**“The event was fantastic with great networking.”**

**J Mwau**, Easter African Grain Council (EAGC)

15.05-15.50

**Beyond the balance sheet: Is it time to move away from traditional trade finance?**

The convergence of shifting demand for commodities and the geopolitically driven realignment of global supply chains poses an opportunity not only for trade growth, but also for the creation of value-added industry and intra-regional supply chains that can leverage the continent's resource wealth. The finance required for these investments remains restricted, with recognition of the opportunity to move away from traditional trade financing models growing.

This panel will explore the trade finance structures replacing reliance on collateral and driving the deployment of off-balance-sheet solutions, enabling corporates to fund the infrastructure, equipment, technology and working capital needed to grow sales, process commodities locally, manufacture finished goods, and capture higher value along the supply chain. Topics for discussion include:

- Exploring key drivers of global supply chain shifts, from the energy transition to food security concerns: To what extent are regional commodity players already seeing increased demand?

**“Excellent platform to leverage trade finance expertise and capabilities to build synergies between DFIs and commercial banks, with an end to build sustainable trade finance businesses across.”**

**T Talemwa**, Bank of Africa Tanzania

**“This is my first GTR event in East Africa. A great opportunity to network and hear relevant topics on the growth of East African region.”**

**M Onkoba**, Kenya Airways

- Highlighting the trade structures providing pre and post-shipment financing support for exporters, and the key players in various transactions: Is financing appetite and capacity growing in 2026?
- Which structures are most appropriate for different commodity value chains such as agriculture, minerals and energy? How can international transactions be adapted to local market realities?
- From political and regulatory to financing and FX risks, which risk sharing techniques, trade credit insurance capabilities and development financing initiatives are being deployed?

**Moderator: Simon Cook**, Partner, Sullivan & Worcester UK

**Dheerie Govender**, Chief Executive Officer, SIS Mauritius

**Benedictor Mwanza**, Managing Director, Cafeco Trading

**Oreoluwa Adeyemo**, Executive Director, Treasury Coverage & Growth, Starks Associates

**Cecilia Rague-Kaisha**, Chief Executive Officer, Underwriting Africa

15.50-16.15 **Networking break**

**“Grateful to the GTR team, our dynamic speakers, clients, and partners. Here's to breaking new ground in trade finance together!”**

**E Asiema**, Standard Chartered

16.15-17.00

**Future proofing trade finance: Reinforcing the industry to boost East Africa's demographic dividend**

Africa, and Kenya in particular, holds tremendous economic potential by virtue of a young and rapidly growing population, and the drive and ingenuity emanating from the small businesses they create. The coming decade promises a critical juncture where this demographic dividend can be brought to bear for economic diversification and growth, with B2B trade a fundamental requisite. However, the trade finance gap remains persistent, and the trade finance industry itself faces challenges around human resources and attracting new recruits.

Previewing the GTR Future Proofing Trade Finance event – which follows GTR East Africa 2026 on May 23 – this forward-thinking panel will assess what can be done to ensure the trade finance industry can make the fullest contribution to a period of potentially transformational economic development across the continent:

- What is the scale and nature of the labour force challenge being experienced by the trade finance industry? To what extent is this causing a drag on the real economy?
- Does trade have an image problem, or is it simply lacking exposure? What practical steps can be taken to remedy this? Is enough made of trade's intrinsic positive social impact?
- What role will be played by tech, notably generative AI, in solving some of the labour force challenges being experienced? Should this be a concern for industry entrants?
- In which areas do those joining the trade finance sector require a different skill set to their predecessors? Can the same be said of soon-to-be industry leaders?

**Vuyolwethu Dubese**, International Moderator & Host  
**Tod Burwell**, President & Chief Executive Officer, Baft

17.00

Close of Day One

Followed by evening networking reception

## Day Two: Wednesday 13 May Morning

08.00-09.00 Registration and refreshments

09.00-09.20

Chair's opening remarks

09.20-10.10

### Delivering complex infrastructure: Using blended finance to unlock and de-risk large scale projects

From rapid population growth and industrialisation to the huge promise of frictionless intra-regional trade, the region's economic trajectory requires physical infrastructure modernisation as a critical enabler. The volume of financing needed to bridge Africa's infrastructure gap remains beyond the reach of already stretched public balance sheets; however, the ongoing innovation and utilisation of blended infrastructure financing techniques has played a crucial role in the viability of a number of recent projects across the region.

This discussion will welcome active participants in key infrastructure development initiatives, featuring active case study examples to demonstrate how export credit agencies (ECAs), blended financing mechanisms and private contractors can unlock and de-risk large scale projects. Ranging sectors including railway and integrated infrastructure development to combined solar and irrigation models supporting regional agricultural productivity, speakers will share practical, field based experience of delivering bankable, turnkey infrastructure and supply chain solutions supported by ECA-backed structures and multi stakeholder coordination.

**“Insightful panels, meaningful connections, and a renewed sense of purpose for building bold, African-led solutions.”**

A Bramwel, Waziri Coffee & Tea Limited

10.10-11.00

### Export diversification: Opportunities, costs and enhancing bankability with specialised finance

East African exporters are operating in a highly uncertain environment following a period of escalating tariffs and geopolitical volatility. The need to diversify export markets in the face of a prolonged period of global trade upheaval has become a strategic imperative, but one that comes with stiff challenges and high costs.

With a focus on practical financing guidance, this panel will assess the challenges engendered by export diversification, from rerouting, higher costs and political risks to the need for increased bank intermediation. Further discussion will focus on the various financing tools and players that can help drive diversification initiatives, covering themes including:

- Profiling the inter-regional and intra-Africa export markets offering diversification opportunities; assessing the challenges encountered by exporters entering new geographies
- Assessing demand drivers for documentary tools such as export LCs and guarantees: To what extent is the prevailing geopolitical environment driving enhanced payment risk mitigation?
- Boosting liquidity for exporters: Assessing the benefits and limitations of various working capital facilities, from vanilla working capital to structured trade and pre-export financing
- Enhancing bankability: Highlighting the role of risk distribution and trade credit insurance in enhancing exporters' financing options

**Stella Shyamala**, Political Risks & Trade Credit Underwriter, Africa Specialty Risks

**Denis Muthuri**, Underwriter, ATIDI (African Trade & Investment Development Insurance)

**Anna Brod-Ohana**, Associate Director, Trade Facilitation Programme, FI, European Bank for Reconstruction and Development (EBRD)

**Selline Negesa Okello**, Senior Business Development Manager, Trade Finance, KCB Bank

11.00-11.40 Networking break

11.40-12.20

### From Seville to the Serengeti: What evolving ESG frameworks mean for sustainable trade finance

Sustainability-linked trade finance provides a significant opportunity to access deep pools of ESG-focused investment that can play a critical role in closing the trade finance gap. Nevertheless, costly ESG frameworks that entail expensive documentation, third-party verification and reporting have severely limited the deployment of these tools by Africa's trade banks to date. The UN's 2025 Seville Commitment now recognises that sustainable development is intrinsic to the financing of SME growth, a development that holds transformational potential for SME financing.

This discussion will contrast the present and future of sustainability-linked trade finance, reviewing the success factors and key learnings gained from the deployment of these structures, and exploring the potential impact of the Seville Commitment on African banks' and SME access to ESG capital. Topics include:

- Key factors enabling the deployment of sustainability linked facilities and the challenge of alignment between private lenders and development financiers
- Considering present challenges, ranging from data and reporting practicalities to the need to develop globally recognised financing frameworks and social sustainability definitions
- Seville Commitment: Highlighting the fundamental shift from process compliance to measurable developmental outcomes, and how existing transaction data can be used to verify positive impact
- Which practical steps can be taken to capitalise on this shift? How can African lenders reframe existing impact in the context of the Seville framework to bypass Western-style ESG compliance?

**Wendy Wachira**, Sustainable Finance Analyst, Co-operative Bank of Kenya

**“GTR East Africa 2025 wasn't just another event – it was a turning point for the region's trade future.”**

J Gachiri, The Association of Startup & SMEs Enablers of Kenya (ASSEK)

12.20-13.10

### Fuelling Africa's next industrial powerhouse: The 5-year trade finance outlook

Containing some of Africa's fastest growing economies and largest populations combined with an economic block, infrastructure pipeline and digital trade connectivity that rank amongst the continent's most advanced, it looks likely that East Africa will produce the next Sub-Saharan country to industrialise and assume a new economic trajectory. Demand for trade financing will change – as must the delivery of liquidity – if the trade finance industry is to continue to grow in line with the region's rapid economic development.

This wide-ranging discussion will look to the beginning of the next decade, offering expectations and predictions on the headline developments across the region's trade ecosystem. Speakers will pinpoint the key areas of risk and opportunity, ranging from growing intraregional trade, the emerging corridors that will stimulate demand for trade financing and the new trade finance market entrants and products expected to facilitate growth, to innovations in B2B and trade payments, FX challenges and local currency financing prospects, trade digitalisation and trade finance digitisation.

**Martin Azenga**, Executive & Regional Trade Head, Stanbic Bank

**Tracy Simiyu**, East Africa Representative, Recovery Advisers

13.10

Chair's closing remarks

Followed by networking lunch

**“GTR is perfect in its simplicity. Helps push and progress the trade agenda, especially in Africa. Will be coming back for future editions.”**

E Onyia, Afreximbank

Day Two: Wednesday 13 May **Afternoon**



**BAFT Africa Bank-to-Bank Forum**

**14.00-14.30**

**Welcome remarks**

Tod Burwell, President & CEO, BAFT

**14:30-15:10**

**Geopolitics and new alignment/partnerships**

**Moderator:** Tod Burwell, President & CEO, BAFT

Sailepu Montet, Chief Representative Officer & Country Manager, East Africa, JP Morgan

Gabrielle Reid, Head of Advisory, Pangea Risk

**15:10-15:50**

**Opportunities in Africa’s evolving FX landscape**

The panel brings together leading voices from across the African FX and payments landscape. Together, they will unpack the current state of hard currency liquidity in Africa, with a particular focus on East Africa, offering a rare, front row perspective into the realities shaping each market. The conversation will dive into the full inbound value chain: how remitters, local FX providers, and payment rail operators collaborate to convert scarce hard currency into accessible local liquidity for end beneficiaries. Along the way, the panellists will explore the operational, regulatory, and market complexities that influence this cycle, highlighting both the challenges and the immense opportunities emerging in this fast growing ecosystem that underpins and accelerates Africa’s expanding trade landscape.

**Moderator:** David Smithson, Senior Vice-President, FI Relationship Manager, Crown Agents Bank

Joseph Chikove, Head, Treasury, HFC Bank Kenya

Leslie Fatch, Head of Global Markets, Trade Finance & FI Coverage, FDH Bank Malawi

John Njoroge, Country Manager, Kenya, Somalia & South Sudan, Visa

**16:10-16:50**

**The trust crisis: Bridging the trade finance gap**

Africa’s trade finance gap is often framed as a shortage of capital – but what if the real constraint is a shortage of trust? This session explores whether digitisation can help close the gap by strengthening transparency and confidence across the trade ecosystem. From verified digital identities and tamper-proof documentation to real-time supply chain visibility and enhanced fraud prevention, we examine how technology may reduce risk perceptions and unlock greater participation in African trade finance.

**Moderator:** Jeremiah Mutune, Regional Lead, Trade and Working Capital Product Management, Absa

Ahanna Anaba, Head of Sales – Digital Solutions & Partnerships, Finverity

Maria Barmaki, Director; Head of Sales, Eastern Europe & Africa, Cash-Clearing Services & Trade Finance, Societe Generale

Brendan du Preez, Group Director, Trade & Working Capital Finance, Equity Bank

**16:50-17:30**

**Payments without borders: Can Paps, fintech and global payment networks connect Africa?**

Africa has made significant progress in digital financial inclusion, driven by mobile money, fintech innovation, and expanding banking services. Yet cross-border payments across the continent remain fragmented, costly, and slow – limiting the potential of intra-African trade and the ambitions of the African Continental Free Trade Area. New solutions are emerging to address these challenges. The Pan-African Payment and Settlement System aim to enable instant cross-border payments in local currencies across Africa, while global payment networks and international financial infrastructure continue to provide critical connectivity to the broader financial system alongside growing fintech innovation. This session will explore how banks, fintechs, payment networks, and regulators can collaborate to build a more interoperable, efficient, and inclusive payments ecosystem for Africa – supporting SMEs, expanding financial inclusion, and unlocking the full potential of the African Continental Free Trade Area.

Ian Milne, Head of Sales, Asia Pacific, Monetago

**15:50-16:10 Networking break**

**17:30**

**Closing remarks**

Tod Burwell, President & CEO, BAFT

**17:30-18:30 Networking Reception**

“GTR East Africa is a premium place to learn what are doable and unique possibilities.”

K Talitwala-Greigg, Afrikan MSME Collective

“GTR East Africa 2025 delivered bold insights and local connections. A powerful pulse check on trade, treasury and the future of finance in our region.”

C Jepkoech, CFAO Mobility

“Attending the GTR East Africa conference was truly enriching experience. The sessions were insightful, the speakers inspiring and the networking opportunities invaluable. I walked away more informed, more connected, and highly motivated to continue engaging in the global trade space. Looking forward to the next one!”

A Mokuu, Student

“A well-organized and insightful event, and I truly appreciated the opportunity to connect with industry leaders and gain valuable perspectives on trade and finance in the region. I also enjoyed the female and young professionals session – it was a great addition to the program and sparked some meaningful conversations.”

M Stacey, Kenya Private Sector Alliance (KEPSA)

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